

The Small Business GUIDE to NASA

OFFICE OF **SMALL BUSINESS** PROGRAMS
...where small business makes a **big** difference



MISSION

OFFICE OF SMALL BUSINESS PROGRAMS

The mission of the NASA Office of Small Business Programs is to promote and integrate small businesses into the industrial base of contractors and subcontractors that support the future of space exploration, scientific discovery, and aeronautics research.

Colorful swirling cloud belts dominate Jupiter's southern hemisphere in this image captured by NASA's Juno spacecraft.

OVERVIEW

Small Businesses are the backbone of the American economy and play a very critical role in propelling our nation forward into a new space age. Hundreds of small businesses have contributed to some of NASA's most premier space exploration missions, from the Space Launch System (SLS) to the James Webb Space Telescope. Small Businesses not only support science and technology tasks across a wide range of disciplines, but many also provide critical program management functions that keep our projects within budget and on schedule.

NASA's Office of Small Business Programs primary mission since its inception has been to increase the representation of small businesses in NASA's contracting efforts. Our efforts encompass all federally recognized socio-economic small business categories and we work hard to make sure each type of business gets a fair chance to work with NASA.

A United Launch Alliance Atlas V rocket with NASA's Mars 2020 Perseverance rover onboard launches from Space Launch Complex 41, July 30, 2020. (NASA/Joel Kowsky)

LETTER FROM THE ASSOCIATE ADMINISTRATOR



Thank you for your interest in doing business with NASA!

I hope you find this guide useful as you proceed in your endeavors with the National Aeronautics and Space Administration (NASA) Office of Small Business Programs (OSBP). I am honored to lead such a hardwork-

ing and dynamic team. NASA prides itself on working with Small Businesses to achieve its mission. As an organization, we truly believe in our slogan, “where small business makes a BIG difference.” Small businesses have supported several of NASA’s major missions including Curiosity, Orion, Space Launch System, and Perseverance. The small business community contribution to NASA’s various missions, demonstrates just how involved small businesses are at the Agency.

Throughout the years, the dollars awarded to small businesses at NASA have significantly increased. Specifically, over the past five years, NASA increased its spending to small businesses as prime contractors by \$580,954,782, or 23%; and as subcontractors by \$655,059,627, or 28%. Additionally, the U.S. Small Business Administration (SBA) has recognized several new policies and procedures implemented by OSBP, as a federal government best practice. We are committed to you!

NASA advocates for providing small businesses with opportunities to participate in both NASA prime contracts and sub-contracts. NASA OSBP is here to facilitate open and effective communication between our Centers and the industrial base nationwide. We are also committed to making increased and productive small business engagement at NASA a reality. Moreover, OSBP offers several avenues for prospective small businesses to keep up to date with current events and news through our NASA Vendor Database, social media platforms (Twitter and Facebook), website, and the OSBP Mobile App.

NASA OSBP is dedicated to “promoting small business awareness and participation, utilizing innovative techniques to enhance all categories of small businesses. This includes meeting small businesses where they are.” In support of this

initiative, NASA OSBP hosts virtual educational webinars and outreach events. These events and in-depth trainings offer participants opportunities to directly engage with members of the NASA small businesses community as well as some of the agency’s partners. Additionally, businesses are afforded the opportunity to meet one-on-one with the Agency’s acquisition personnel to share their capabilities while learning about upcoming procurement requirements. These and other activities, provide small businesses with the opportunity to outline how their company can support NASA and its missions.

This publication includes invaluable information on how to do business with NASA, its Centers, programs of interest, and much more. If you’d like to learn more, additional information is available 24/7 on the NASA OSBP website, www.nasa.gov/osbp.

Good luck!


Glenn A. Delgado

Associate Administrator

NASA Office of Small Business Programs



 <http://www.nasa.gov/osbp>


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 NASASmallBusiness

 NASA Vendor Database

 OSBP Mobile App, available on iOS and Android devices

SO, YOU WANT TO DO BUSINESS WITH NASA?



Artist's representation of the X-59 QueSST aircraft. (NASA)

It takes time to secure a partnership with NASA. While contracts are not guaranteed, it can take approximately 18 to 24 months to build a relationship with the Agency acquisition personnel.

At NASA, the Simplified Acquisition Threshold (SAT) Team, at the NASA Shared Services Center (NSSC), provides Agency leadership with unprecedented insight into simplified acquisition purchasing activity of the Agency by consolidation SAT purchases.

As a reminder, the NSSC processes all SAT purchases at or below \$250,000, within scope in the shared services environment.

NASA is committed to providing all categories of small businesses with an opportunity to participate in both NASA prime contracts and subcontracts. To do this, we need to ensure that the lines of communication are open and effective. This publication is key to that open communication.

In order to do business with NASA, here are a few “First Steps” that you will want to explore →

FIRST STEPS

1 Connect with OSBP

NASA Vendor Database
Facebook
Twitter @NASA_OSBP
OSBP Mobile (mobile app)

2 Locate and Contact the Appropriate Small Business Specialist

Center Locations
<https://www.nasa.gov/osbp/center-locations>

3 Match your Company's Primary NAICS* Code to the Center NAICS Code

NAICS
<https://www.census.gov/naics>
OSBP About NASA Centers
<https://www.nasa.gov/osbp/about-nasa-centers>

4 Identify Procurement Opportunities

Contract Opportunities <https://beta.sam.gov/>
Acquisition Forecast
<https://www.hq.nasa.gov/office/procurement/forecast/>
SBIR/STTR <https://sbir.nasa.gov/>
NSPIRES <https://nspires.nasaprs.com/external/>

5 Attend NASA OSBP Outreach Events

Outreach
<https://www.nasa.gov/osbp/regional-outreach>
Calendar
<https://osbp.nasa.gov/calendar-osbp.html>

6 Do the Homework!

Government contracting can be complex, especially for small businesses getting involved for the first time! Homework for small businesses includes lots of research.

* North American Industry Classification System

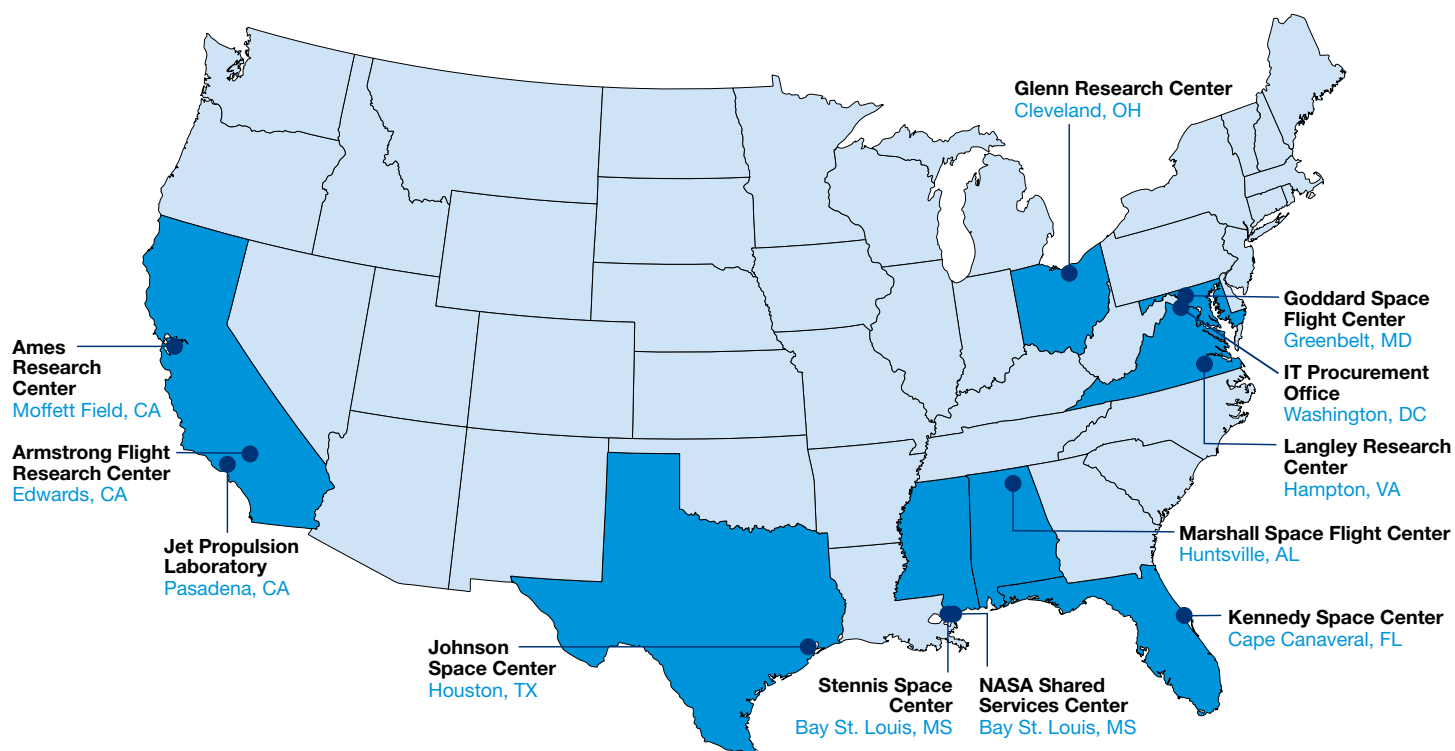
NASA CENTERS



The Vehicle Assembly Building is seen at sunset, at NASA's Kennedy Space Center in Florida. (NASA/Joel Kowsky)

NASA Centers and the JPL facility locations are listed below.

Industry councils exist at each center. For more information, reach out to the Small Business Specialists.



AMES



The Unitary Plan Wind Tunnels at Ames Research Center (NASA)

PROCUREMENT AT AMES RESEARCH CENTER

<https://www.nasa.gov/office/procurement/ames-procurement>

AMES RESEARCH CENTER

Ames Research Center (ARC), located in California's Silicon Valley, is a leader in information technology research with a focus on supercomputing, networking, and intelligent systems. ARC conducts the critical research and development that creates the enabling technologies that make NASA missions possible. Ames is also a leader in nanotechnology, fundamental space biology, biotechnology, aerospace and thermal protection systems, and human factors research. Ames research in astrobiology focuses on the effects of gravity on living things and the nature and distribution of stars, planets, and life in the universe.

In addition, ARC works collaboratively with the Federal Aviation Administration (FAA), conducting research in air traffic management to make safer, cheaper, and more efficient air travel a reality. Ames engages in information and education outreach, forms collaborative partnerships, and fosters commercial application of NASA technologies. Ames is developing NASA Research Park, an integrated, dynamic research and education community created to cultivate diverse partnerships with academia, industry, and nonprofit organizations in support of NASA's mission.

<https://www.nasa.gov/osbp/ames>



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ARMSTRONG



ARMSTRONG FLIGHT RESEARCH CENTER

The Armstrong Flight Research Center (AFRC) is advancing aerospace technology and environmental and space science through atmospheric flight. Located at Edwards Air Force Base in California, AFRC conducts flight Research and technology integration to revolutionize aviation and pioneer aerospace technology. The Center also supports operations of the International Space Station for NASA. From its satellite Armstrong Aircraft Operations Facility in nearby Palmdale, CA, AFRC conducts airborne remote sensing and environmental science missions. The Palmdale facility is also the base of operations for the Stratospheric Observatory for Infrared Astronomy (SOFIA).

<https://www.nasa.gov/osbp/armstrong>



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A NASA F/A-18 is towed to the apron at NASA's Armstrong Flight Research Center in Edwards, California during sunrise over Rogers Dry Lake. (NASA/Lauren Hughes)

PROCUREMENT AT ARMSTRONG FLIGHT RESEARCH CENTER

[https://www.nasa.gov/office/procurement/
afrc-procurement](https://www.nasa.gov/office/procurement/afrc-procurement)

GLENN

Generalized Intelligent Motor Control (GIMC)-Sector hardware in a small wind tunnel at NASA Glenn Research Center.
(NASA/Rami Daud)

PROCUREMENT AT GLENN RESEARCH CENTER

<https://www.nasa.gov/office/procurement/grc>

GLENN RESEARCH CENTER

Glenn Research Center (GRC) at Lewis Field in Cleveland, OH, develops critical space flight systems and technologies to advance the exploration of our solar system and beyond while continuing to maintain leadership in aeronautics. In partnership with U.S. industries, universities, and other Government institutions, the Center's Research and development efforts focus on advancements in propulsion, power, communications, nuclear technology, and human related aerospace systems.

<https://www.nasa.gov/osbp/glenn>



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GODDARD SPACE FLIGHT CENTER

Goddard Space Flight Center (GSFC) is located in Greenbelt, MD, with the mission to expand knowledge of Earth and its environment, the solar system, and the universe through observation from space. To ensure that our Nation maintains leadership in this endeavor, we are committed to excellence in scientific investigation, in the development and operation of space systems, and in the advancement of essential technologies. GSFC is also the contracting office for NASA Headquarters (HQ) in Washington, DC. The list of NAICS codes is the combined list of requirements for both GSFC and HQ.

<https://www.nasa.gov/osbp/goddard>

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The primary mirror of NASA's James Webb Space Telescope consisting of 18 hexagonal mirrors looks like a giant puzzle piece standing in the massive clean room of NASA's Goddard Space Flight Center in Greenbelt, Maryland. (NASA/Goddard/Chris Gunn)

PROCUREMENT AT GODDARD SPACE FLIGHT CENTER

<https://www.nasa.gov/office/procurement/gsfsc>



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IT PROCUREMENT OFFICE

NASA INFORMATION TECHNOLOGY (IT) PROCUREMENT OFFICE

The NASA Information Technology (IT) Procurement Office, has Agency-wide responsibility for providing guidance and support to NASA Centers geographically dispersed across the United States, Headquarters Mission Directorates, and Mission Support Offices in planning, conducting, and processing IT procurement actions above the Simplified Acquisition Threshold. The portfolio is composed of three primary areas: Enterprise IT Contracts, Center IT Contracts, and the Solutions for Enterprise-Wide Procurement (SEWP) Program. The Enterprise IT Contracts cover End-User IT services, Cybersecurity, Communications, and Application services. The Center IT contracts cover a wide breadth of Center-unique IT services. SEWP is a Government-wide Acquisition Contract (GWAC) consisting of over 140 pre-competed Prime Contract Holders that provide a variety of IT products and services to all federal agencies. The NASA IT Procurement Office works in close partnership with NASA's Office of Chief Information Officer in developing strategic approaches to acquiring and delivering NASA's IT needs.

<https://www.nasa.gov/office/procurement/itpo>

PROCUREMENT AT NASA IT PROCUREMENT OFFICE

<https://www.nasa.gov/office/procurement/itpo>

Procurement Contacts



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Nebula Containerized Server at NASA's Ames Research Center.



JET PROPULSION LABORATORY

The Jet Propulsion Laboratory (JPL) is a division of the California Institute of Technology (Caltech) and a Federally Funded Research and Development Center (FFRDC). Located at the base of the foothills near Pasadena, CA, JPL is responsible for robotic exploration of the solar system. The Laboratory occupies 177 acres and employs about 6,000 people with an approximate budget of \$2.7 billion. JPL has a wide-ranging charter for Earth science research, space exploration, astronomy, physics, and telecommunications. The Laboratory has received numerous small business utilization awards, including the prestigious U.S. Small Business Administrations' Dwight D. Eisenhower Award of Excellence for their small business program efforts.

<https://jpl.nasa.gov/>

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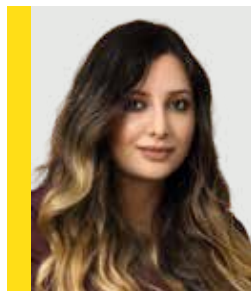
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The heat shield (left) and back shell (right) that comprise the aeroshell for NASA's Mars 2020 mission are depicted in this image. The aeroshell encapsulated the Mars 2020 rover and its descent stage during their deep space cruise to Mars and during descent through the Martian atmosphere. (Lockheed Martin Space)



NASA astronaut candidate Jessica Watkins prepares to be submerged in the water for underwater spacewalk training at NASA Johnson Space Center's Neutral Buoyancy Laboratory in Houston. (NASA/Norah Moran)

PROCUREMENT AT JOHNSON SPACE CENTER

<https://www.nasa.gov/office/procurement/jsc>

JOHNSON

JOHNSON SPACE CENTER

Johnson Space Center (JSC), located in Houston, TX, provides leadership for human space exploration and operations. JSC strives to advance human capability for exploration and utilization of space by conducting space operations and by designing, testing, and developing space flight hardware and systems. JSC has the responsibility for the operation of the International Space Station. Additionally, the Center hosts the Commercial Cargo Project, which will foster increased commercial space enterprise opportunities.

<https://www.nasa.gov/osbp/johnson>

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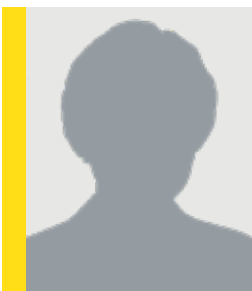
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KENNEDY

KENNEDY SPACE CENTER

Kennedy Space Center (KSC) will transform from a Government- and program-focused, single-user launch complex to a more capability-centric and cost-effective multiuser spaceport, enabling both Government and commercial space providers. KSC's future is the launch services, commercial crew, and exploration programs.

The 21st Century Ground Systems Program will align the KSC infrastructure to support the future needs of these programs to process and launch Government and commercially provided vehicles and spacecraft. KSC will play a key role in solving technical problems, processing payloads and hardware for future missions, and diversifying partnerships that will utilize existing capabilities.

<https://www.nasa.gov/osbp/kennedy>

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NASA's Pegasus Barge arrived at the Launch Complex 39 turn basin wharf at Kennedy Space Center in Florida to make a delivery to Kennedy in support of the agency's Artemis missions. (NASA)

PROCUREMENT AT KENNEDY SPACE CENTER

<https://www.nasa.gov/office/procurement/kennedy-space-center-ksc>



HDR Time lapse composite during the 2017 solar eclipse, with the Falcon UH-25 in front of the NASA Langley hangar. (NASA/ Sandie Gibbs)

PROCUREMENT AT LANGLEY RESEARCH CENTER

<https://www.nasa.gov/office/procurement/larc>

LANGLEY RESEARCH CENTER

Langley Research Center (LaRC), located in Hampton, VA, pioneers the future in space exploration, scientific discovery, atmospheric research, and aeronautics through the research and development of technology, scientific instruments and investigations, and exploration systems.

<https://www.nasa.gov/osbp/langley>



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MARSHALL

MARSHALL SPACE FLIGHT CENTER

Marshall Space Flight Center (MSFC), located in Huntsville, AL, serves as a systems developer and integrator for exploration and science missions. It advances Agency priorities with its full life-cycle engineering capabilities, developing and integrating human and scientific space flight systems from concept to development to operation. MSFC's work in advanced materials and manufacturing processes and its scientific research in specialized areas round out its portfolio.

<https://www.nasa.gov/osbp/marshall>

PROCUREMENT AT MARSHALL SPACE FLIGHT CENTER

<https://www.nasa.gov/office/procurement/msfc>



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Aerial photograph of MSFC test stand 4693 with the Liquid Hydrogen test article (LH2) in the stand. (NASA/MSFC/Fred Deaton)

NASA SHARED SERVICES CENTER



Aerial photo of the NASA Shared Services Center.

NASA SHARED SERVICES CENTER

The NASA Shared Services Center (NSSC), located at Stennis Space Center, serves as a major Agency-wide service resource that provides timely, accurate, high-quality, cost-effective, and customer-focused services for NASA. The Center is a value-added, independent resource for NASA's information technology, financial management, procurement, and human resources communities. By achieving synergy within and across functions, the NSSC increases operational efficiency, reduces resource requirements for institutional support areas, and positions NASA for further business process improvements and innovations.

<https://www.nasa.gov/osbp/nssc>



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PROCUREMENT AT NASA SHARED SERVICES CENTER

<https://www.nasa.gov/office/procurement/nssc>

STENNIS



STENNIS SPACE CENTER

Stennis Space Center (SSC), located in Stennis, MS, implements NASA's mission in areas assigned by two Agency Mission Directorates. SSC manages rocket propulsion testing for the Human Exploration and Operations Mission Directorate (HEOMD) and is serving as the Systems Engineering Center, managing assigned applied sciences program activities for the Science Mission Directorate (SMD). Stennis also serves as Federal manager and host Agency of a major Government multi-agency center.

<https://www.nasa.gov/osbp/stennis>

The core stage for the first flight of NASA's Space Launch System rocket is seen in the B-2 Test Stand during a hot fire test in January 2021, at NASA's Stennis Space Center. (NASA/Robert Markowitz)

PROCUREMENT AT STENNIS SPACE CENTER

<https://www.nasa.gov/office/procurement/stennis>



Small Business Contact

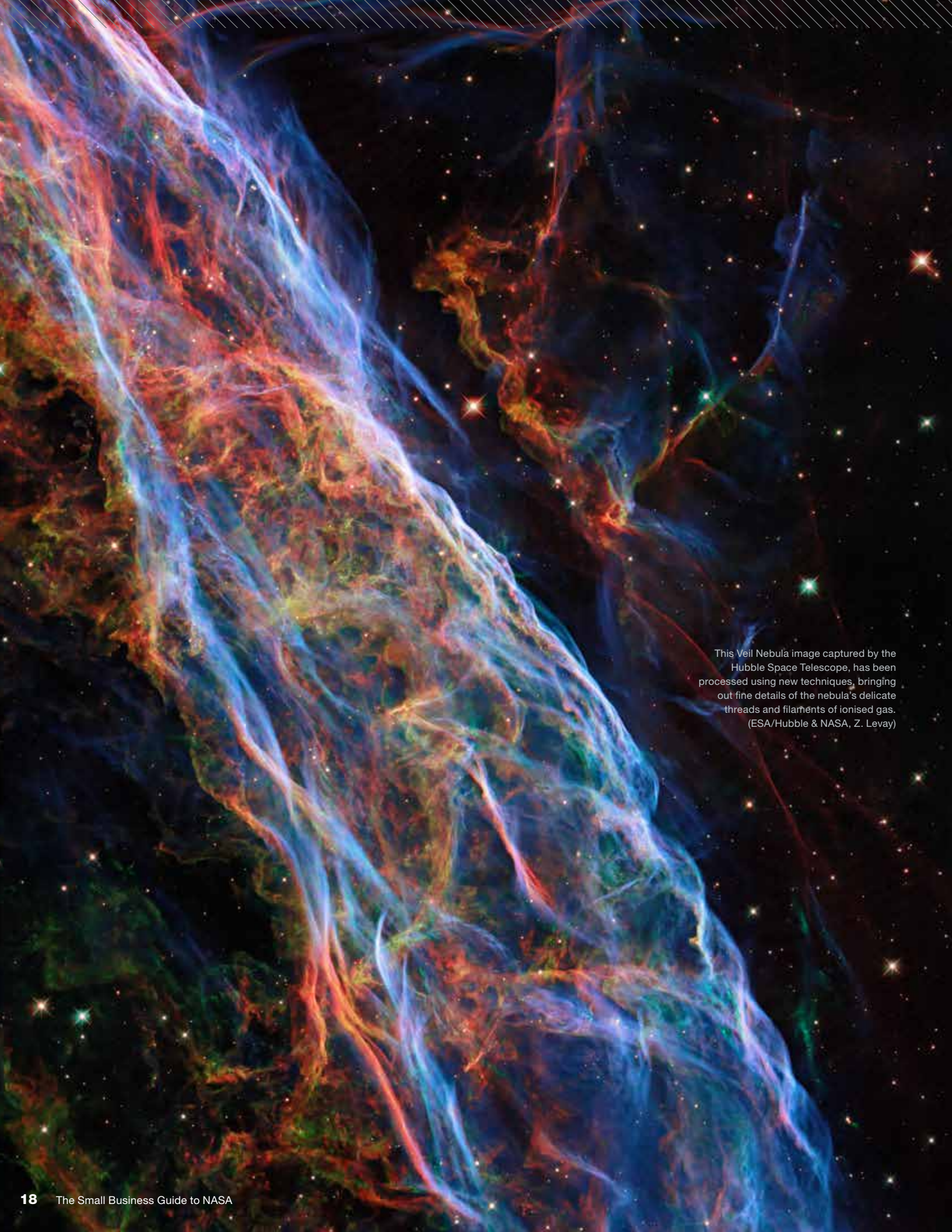
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This Veil Nebula image captured by the Hubble Space Telescope, has been processed using new techniques, bringing out fine details of the nebula's delicate threads and filaments of ionised gas. (ESA/Hubble & NASA, Z. Levay)

ACTIVE CONTRACT LISTINGS (ACLs)

→ [NASA Employees Click Here](#) → [Vendors Click Here](#)

Active Contract Lists (ACLs) record NASA recurring acquisitions. ACLs are grouped based on NAICS codes and are categorized as follows:

- Accounting Financial Business Services
- Administrative Services
- Environmental Services and Remediation
- Facilities Maintenance
- IT
- Multiple Award Construction
- Occupational Health
- Protective Services

NASA ACQUISITION FORECAST

<https://www.hq.nasa.gov/office/procurement/forecast/>

The NASA Acquisition Forecast is a consolidated Agency-wide forecast provided to allow users to search multiple NASA Centers for procurement opportunities.

Expiration Date (or "last date to order" for indefinite-delivery contracts)

This allows for long-term tracking of recurring requirements, as well as for the long-term planning time normally required in pursuing the contracts.

Sample Active Contract Listing

Center	NAICS	Contract Name	Contractor Name Contract #	Type of Competition	Potential Value	Ultimate Contract End Date
AFRC	561210	Facilities Operations and Maintenance Services	Helix Management Services, LLC NND13AD53C	8(a) Competitive	\$44.9 M	5/31/2021 Last Date to Order
ARC	561210	Safety and Mission Assurance	Bastion Technologies, Inc. 80ARC020D0012	Full & Open	\$66.6 M	10/31/2024 Last Date to Order
GRC	561720	Janitorial Services	Creative Management Technology 80GRC020C0007	SB Set-Aside	\$15.4 M	7/31/2025
KSC	561210	Base Operations and Spaceport Services (BOSS)	PAE-SGT Partners, Inc. 80KSC018C0017	Full & Open	\$609 M	3/21/2023
KSC	561730	Grounds and Landscaping Maintenance and Pest Contract II	S.C. Jones Services, Inc. 80KSC019C0020	HUBZone Set-Aside	\$10.9 M	9/30/2023

Center Acronym

Indicates the center(s) or location(s) of the work to be performed, or where the requirement exists. The location of the contracting center may or may not be the same as the location of the work/requirement.

The core stage for the first flight of NASA's Space Launch System rocket is seen in the B-2 Test Stand during a second hot fire test, March 18, 2021, at NASA's Stennis Space Center.



OTHER PROGRAMS OF INTEREST

NASA Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR)

<https://sbir.nasa.gov/>

The NASA SBIR and STTR programs fund the research, development, and demonstration of innovative technologies that fulfill NASA needs as described in the annual Solicitations and have significant potential for successful commercialization. If you are a small business concern (SBC) with 500 or fewer employees or a nonprofit Research Institution (RI), such as a university or a research laboratory with ties to an SBC, then NASA encourages you to learn more about the SBIR and STTR programs as a potential source of seed funding for the development of your innovations.

NASA Mentor-Protégé Program

<https://www.nasa.gov/osbp/mentor-protege-program>

The NASA Mentor-Protégé Program (MPP) encourages NASA prime contractors to assist eligible Protégés, thereby enhancing the Protégés' capabilities to perform on NASA contracts and subcontracts, fostering the establishment of long-term business relationships between these entities and NASA prime contractors, and increasing the overall number of these entities that receive NASA contract and subcontract awards.

White House Initiative on Historically Black Colleges and Universities (WHIHCU)

<https://sites.ed.gov/whhbcu/>

The Initiative shall work with agencies, private-sector employers, educational associations, philanthropic organizations, and other partners to increase the capacity and competitiveness of HBCUs to provide the highest-quality education to an increasing number of students.

The Initiative is dedicated to helping HBCUs successfully compete for top opportunities in national and global markets while providing education and economic experiences that can improve the standards of living for the students and communities HBCUs primarily serve.

Mars 2020 parachute testing at the 80- by 120-foot wind tunnel at Ames Research Center. (NASA/JPL-Caltech/T. Wynne)



through a wide variety of initiatives. Multiyear grants are awarded to assist Minority Institution faculty and students in research of pertinent missions.

NASA Partnership Office

<https://www.nasa.gov/partnerships.html>

NASA engages in partnerships with international, intergovernmental, academic, industrial, and entrepreneurial communities, recognizing them as important contributors of skill and creativity to our missions and for the propagation of our results. The NASA Partnership Office, within the Headquarters Mission Support Directorate, provides Agency-level strategic policy and procedural guidance for all domestic, unclassified partnership matters. Such partnerships are implemented through a variety of mechanisms including Space Act Agreements, Commercial Space Launch Act Agreements, and Cooperative Research and Development Agreements, among others.

NASA Office of STEM Engagement

<https://www.nasa.gov/stem/about.html>

In NASA STEM Engagement, we deliver tools for young Americans and educators to learn and succeed. Learn more about NASA's Office of STEM Engagement and its wide-reaching impacts. Through its diverse efforts, NASA makes compelling contributions to federal education goals in building a strong foundation for STEM literacy, preparing the STEM workforce of the future and increasing diversity, equity, and inclusion in STEM.

ADDITIONAL RESOURCES

NASA Federal Acquisition Register Supplement 1826.302

<https://www.acquisition.gov/nfs/part-1826>

U.S. Small Business Administration

<http://www.sba.gov>

SBA provides programs for small businesses in the Federal contracting arena. Programs available to small business within the Federal arena include:

- Women-Owned Small Business Federal Contracting program
- Service-disabled Veteran-Owned Small Business program
- 8(a) Business Development program
- SBA Mentor-Protégé program
- HUBZone program

Association of Procurement Technical Assistance Centers

<http://www.aptac-us.org/>

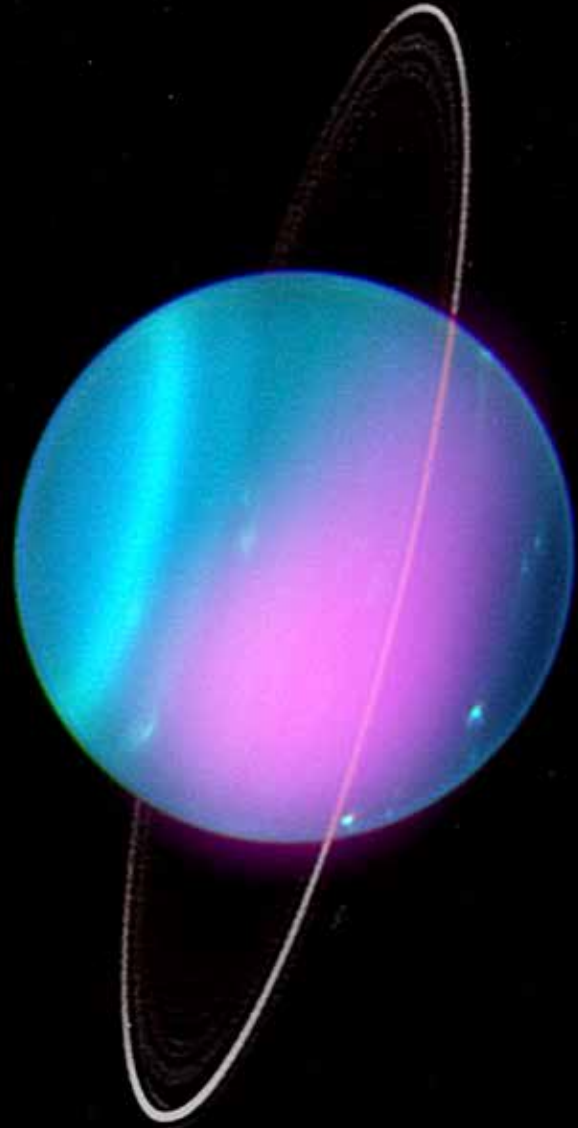
Small Business Development Centers (SBDC)

<https://americassbdc.org/>

Service Corps of Retired Executives (SCORE)

<https://www.score.org/>

TIP Use resources such as these to learn about writing a business plan, determining the legal structure of your business, and more. Avoid common mistakes and get advice from experienced small business owners who want to help. Local SBA partner organizations offer free access to mentors and trainers.



Chandra X-ray image of Uranus from 2002 (in pink) superimposed on an optical image from the Keck-I Telescope obtained in a separate study in 2004. (NASA/CXO/University College London/W. Dunn et al; W.M. Keck Observatory)



A technician at Lockheed Martin Space in Denver, Colorado, inspects one of Lucy's solar panel arrays during its first deployment. (Lockheed Martin)

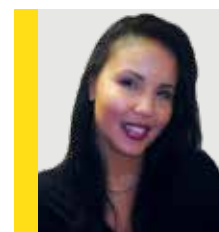
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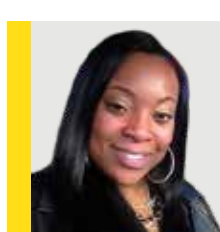
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